

# Partial Listing

**United States Patent** [19]  
**Schneider et al.**

[11] **Patent Number:** 4,887,208  
[45] **Date of Patent:** Dec. 12, 1989

[54] **SALES AND INVENTORY CONTROL SYSTEM**

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[21] **Appl. No.:** 134,932

[22] **Filed:** Dec. 18, 1987

[51] **Int. Cl.<sup>4</sup>** ..... G06F 15/24

[52] **U.S. Cl.** ..... 364/403; 235/385; G06F/15/24

[58] **Field of Search** ..... 364/401, 403, 404, 405, 364/200/MS, 900/MS, 407; 235/383, 385, 472; 434/98

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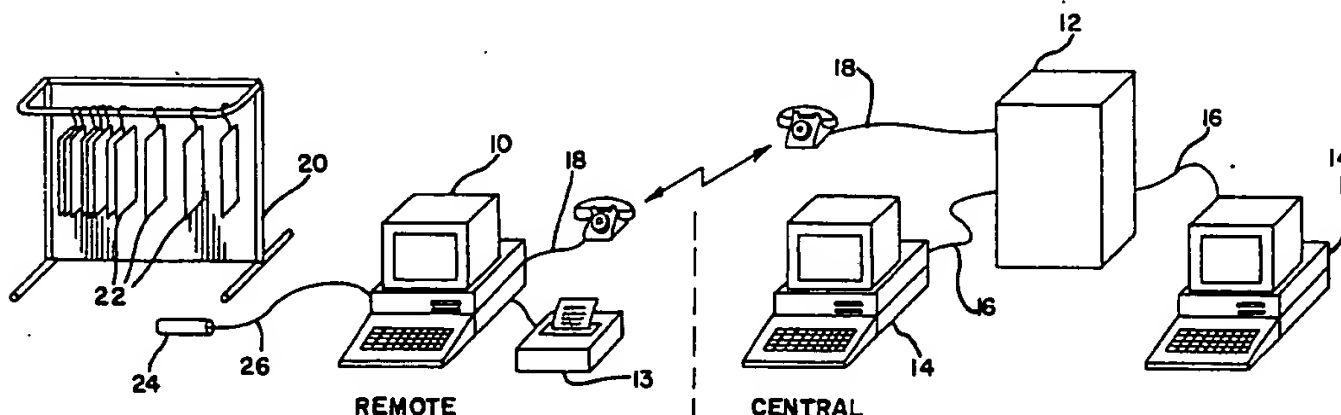
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[57]

## ABSTRACT

A comprehensive inventory and sales control system is particularly adapted for the segment of the furniture industry that involves special order items, such as sofas, love seats, upholstered chairs and the like. The system is adapted to provide instant communications between retail establishments and a manufacturer, and enables the order to be confirmed at the time of purchase. This includes a determination of the availability of the fabric and reserving the item style and fabric from the manufacturer's stock, thereby enabling the manufacturer to determine and the customer to know the anticipated delivery date for the item that has been purchased. The system also enables a point of sale establishment to maintain a set of fabric swatches or samples of the fabrics that are currently available, thereby minimizing the possibility that a customer would order an item and a fabric that is not currently available. Additionally, the system also has the capability of updating the inventory of available fabrics and a plurality of fabric swatches at each establishment, and a means for scanning bar coded labels that are attached to the swatches, wherein the scanning means has sound producing means that permits quick and easy control of the inventory of swatches.

29 Claims, 15 Drawing Sheets



US-PAT-NO: 4887208

DOCUMENT-IDENTIFIER: US 4887208 A

**\*\*See image for Certificate of Correction\*\***

TITLE: Sales and inventory control system

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TITLE - TI (1):

Sales and inventory control system

Detailed Description Text - DETX (42):

From the foregoing, it should be appreciated that an improved system for controlling inventory and sales activity for businesses such as the furniture business has been described, which has many desirable attributes and advantages. The system enables a point of sale establishment to provide accurate information for a customer who desires to special order particular styles and fabrics for pieces of furniture and thereby promote customer satisfaction. The system provides instant communication with the factory to inquire of furniture style and fabric availability, to order such items immediately, and to reserve such items, including the fabrics, thereby helping to insure that expected delivery dates will be met. The point of sale establishment can also maintain an inventory of fabric swatches that can be updated frequently and thereby enable the establishment to display only those samples which represent available fabrics. These and other advantages demonstrate the superiority of the system, which is usefull in many industries and businesses, in addition to the furniture business, which has been the focus of the foregoing description.